

Message Text

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 006922

P R 231051Z JUN 75
FM AMEMBASSY HELSINKI
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 8793

UNCLAS HELSINKI 1323

FOR THOMPSON, BEWT; THOMAS BIC-OIM

PASS ASHENDORF, NYSO

E.O. 11652: N/A
TAGS: BEXP
SUBJECT: I-75 FREIGHT

1. BIDS WERE RECEIVED FROM FOLLOWING FIRMS INTERESTED
IN SERVICING SUBJECT EXHIBITION: NURMINEN, CARL PRIOR,
SCHENKER, PIE, AND HUOLINTAKESKUS.

2. DISCUSSIONS WERE HELD WITH REPRESENTATIVES FROM EACH
BIDDER AND DETAILS OF REQUIREMENTS WERE CLARIFIED. REVISED
BIDS WERE SUBMITTED BY ALL FIRMS EXCEPT HUOLITAKESKUS WHICH
IS CONSIDERED NON-RESPONSIVE SINCE AT THE PRESENT THEY ONLY
ACT AS A TRANSPORT COMPANY. THEY ARE EXPANDING OPERATIONS
AND THEY WISH TO BE INVITED TO BID ON FUTURE CONTRACTS.

3. AFTER ANALYZING AND COMPARING THE REVISED BIDS WE
RECOMMEND THAT THE CONTRACT BE AWARDED TO SCHENKER.

4. IF THIS RECOMMENDATION IS FOLLOWED THE FOLLOWING
MARKS SHOULD BE UTILIZED. FOR SURFACE SHIPMENTS TO
HELSINKI WHICH MUST ARRIVE N/L AUGUST 10:

U.S. EXHIBITION
PAVILION 5 - SOKOLNIKI PARK
INTERORGTECHNIKA-75
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FOR- U.S. FIRM NAME

C/O HUOLINTAKESKUS A/B
KALEVANKATU 7
P.O. BOX 10405
S.F. 00101 HELSINKI 10, FINLAND
ATTN: MR. HAKAMIES
VIA HELSINKI

ONE ORIGINAL B/L SHOULD BE SENT WITH COPY INVOICE
AND P.L. TO:

OY HUOLINTAKESKUS A/B
KALEVANKATU 7
P.O. BOX 10405
S.F. 00101 HELSINKI 10, FINLAND
ATT: MR. HAKAMIES

AIRFREIGHT SHIPMENTS AND ALL SHIPMENTS ORIGINATING IN EUROPE
SHOULD BE DIRECTED TO DUSSELDORF TO ARRIVE NO LATER THAN
AUGUST 14 AND MARKED AS FOLLOWS:

U.S. EXHIBITION
PAVILION 5 - SOKOLNIKI PARK
INTERORGTECHNIKA-75
FOR - U.S. FIRM NAME
C/O SCHENKER AND CO. GMBH
MESSEABLEILUNG-AUSLAND
4000 DUSSELDORF
WORRINGER STRASSE 16
VIA AIRPORT DUSSELDORF

AIRWAY BILL SHOULD BE SENT TO:

SCHENKER AND CO. GMBH
MESSEABLEILUNG-AUSLAND
4000 DUSSELDORF
WORRINGER STRASSE 16
FEDERAL REPUBLIC OF GERMANY
ATT: MR. GROSSER

5. NYISO SHOULD BE ADVISED OF ABOVE AND WHEN
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CONTACTING PARTICIPANTS FOLLOWING POINTS SHOULD BE RE-
EMPHASIZED:

A. INVOICES SHOULD BE IN ENGLISH AND RUSSIAN
(CYRILLIC) AND DOUBLE SPACED. IF FREIGHT FORWARDER
MUST TRANSLATE, ADDITIONAL COSTS WILL BE BILLED TO
EXHIBITOR.

B. INVOICES SHOULD INCLUDE DETAILED DESCRIPTION
OF ITEMS INCLUDING MODEL AND SERIAL NUMBERS, CASE
NUMBERS AND VALUE.

C. PACKING LISTS SHOULD BE IDENTICAL TO INVOICE
EXCLUDING VALUE.

D. ORIGINAL AND 10 INVOICE AND PL COPIES MUST BE SENT TO FREIGHT
FORWARDER 14 DAYS BEFORE SHIPMENT.

E. EXHIBITORS MAY POSSIBLY REDUCE TRANSPORTATION
COSTS THRU CONSOLIDATION IN HELSINKI IF
SHIPMENT ARRIVES NO LATER THAN 10 AUGUST. IF SURFACE
SHIPMENT ARRIVES AFTER ABOVE DATE IT IS LIKELY THAT
SPECIAL HANDLING WILL BE REQUIRED AND ADDITIONAL COSTS
WILL BE INCURRED BY EXHIBITOR. AIR SHIPMENTS AND
EUROPEAN SHIPMENTS MUST ARRIVE DUSSELDORF NO LATER
THAN AUGUST 14 OR ADDITIONAL COST WILL BE INCURRED.

6. FOLLOWING ARE CONSOLIDATED COSTS AS SUBMITTED BY
BIDDERS. BIDS WILL BE HAND CARRIED TO CONTRACTING
OFFICER IN MOSCOW AND COPIES MAILED TO YOUR OFFICE.

A. COST TO U.S. GOVT FOR UNPACKING, PLACING,
REMOVING AND RETURN OF EMPTIES, REPACKING AND NECESSARY
DOCUMENTATION, PER 100 KILOS:

NURMINEN	\$34.20
PIE	\$33.00
SCHENKER	\$18.00
CARL PRIOR	\$18.00

NOTE: NURMINEN BID EXCLUDED STORAGE OF EMPTIES AND PRO
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RATA SHARE OF SERVICE FEE OF \$5,235, THEREFORE THEY ARE
CONSIDERABLY HIGHER.

B. COST OF INCOMING FROM HELSINKI INCLUDING ALL
PORT AND BORDER CHARGES AND AIRCUSHIONED TRANSPORT
TO MOSCOW; PER 100 KILOS:

NURMINEN	\$23.60
PIE	\$36.36
SCHENKER	\$21.50
CARL PRIOR	\$21.65

NOTE: SEE ABOVE RE NURMINEN ALSO PRICE
EXCLUDES \$1,400 CHARGE FOR EACH TRUCK. PIE ALSO
EXCLUDES INDIVIDUAL TRUCK CHARGE. SCHENKER AND CARL

PRIOR COSTS INCLUDE TRUCK CHARGES.

C. COST OF INCOMING FROM FRANKFURT TO MOSCOW
INCLUDING ALL CHARGES TO SITE, EXCLUDING GERMAN
INSURANCE; PER 100 KILOS:

NURMINEN -
PIE -
SCHENKER -
CARL PRIOR \$54.00

D. COST OF INCOMING FROM DUSSELDORT TO MOSCOW
INCLUDING ALL CHARGES TO SITE, EXCLUDING GERMAN INSURANCE;
PER 100 KILOS:

NURMINEN -
PIE -
SCHENKER \$48.90
CARL PRIOR -

E. ALL BIDDERS STRONGLY RECOMMEND AGAINST AIR
SHIPMENTS DIRECT TO MOSCOW BECAUSE OF HANDLING
PROCEDURES AND DELAYS IN OBTAINING GOODS. ACTUAL
PRICES WILL VARY DEPENDING ON CHARGES MADE AT THE
AIRPORT BY USSR OFFICIALS. THIS WILL BE CONSIDERED
AS A DIRECT CHARGE TO EXHIBITOR AND NOT CONSIDERED
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AS PART OF BID.

F. BASED ON BIDS AS SHOWN ABOVE WE RECOMMEND
CONTRACT BE AWARDED TO SCHENKER. THEY ALSO HAVE
ADVANTAGE OF HAVING WORKED ONE PREVIOUS SHOW IN
MOSCOW. ALL COSTS WERE VERY CLOSE WITH CARL PRIOR
BUT MAJOR ADVANTAGE WOULD BE FOR SHIPPING FROM
DUSSELDORF VERSUS FRANKFURT.

G. CARL PRIOR SHOULD DEFINITELY BE CONSIDERED
FOR FUTURE BIDDING.
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